City of Joplin Chapter 100 Industrial Revenue Bond
Tax Abatement Schedule & Guidelines
Updated August 2026

Year	Tier 1 At or below county average wage*	Tier 2 1% to 14% above county average wage	Tier 3 15% to 29% above county average wage	Tier 4 30% or more above county average wage
Year 1	100%	100%	100%	100%
Year 2	75%	100%	100%	100%
Year 3	50%	75%	75%	75%
Year 4	50%	75%	75%	75%
Year 5	—	50%	75%	75%
Year 6	—	50%	50%	75%
Year 7	—	—	50%	50%
Year 8	—	—	50%	50%
Year 9	—	—	—	50%
Year 10	—	—	—	50%
Term	**4 years**	**6 years**	**8 years**	**10 years**

*Wages of businesses new to Joplin must meet or exceed the county average wage to be eligible for any abatement tier.

Tier placement is determined by the average annual wage of the new full-time jobs created by the project, measured against the county average wage shown below. Percentages are the share of property tax on the real improvements and equipment that is abated in that year.

1. Purpose: The City of Joplin uses Chapter 100 industrial revenue bonds to attract new capital investment, to help existing Joplin employers expand in place, and to raise the quality of jobs available to residents of the region. These guidelines describe how the City evaluates Chapter 100 requests, what a project must deliver to qualify, and what level of property tax abatement a qualifying project can expect.

2. Statutory Authority: Sections 100.010 through 100.200 of the Revised Statutes of Missouri authorize Missouri municipalities to issue industrial development revenue bonds to finance eligible projects. The City of Joplin administers the program under that authority.

3. Incentive Terms: The incentive consists of an abatement of property tax on real improvements and new machinery and equipment included in the project, for a term of four to ten years determined by the wage level of the new jobs created. The City issues industrial revenue bonds, takes title to the project property, and leases it back to the company. Because the property is held in public ownership during the lease term it is exempt from ad valorem property tax. At the end of the term the bonds are retired and title transfers back to the company for nominal consideration. The City issues revenue bonds only and does not pledge its general credit or full faith and credit to a Chapter 100 project. All Chapter 100 agreements are subject to approval by the Joplin City Council.

An applicant that wishes to explore a tax-exempt bond structure should consult its bond counsel.

The abatement first applies in the tax year following the January 1 on which the City holds title to the project property. Applicants should confirm the expected first abated tax year with staff before closing.

These guidelines are not bound by any City ordinance and do not limit the City's discretion in proposing an abatement. This document serves as a guide to companies considering new investment in Joplin and to the City when making a proposal, and it will generally be followed. However, the City retains the ability to give a larger abatement to a project it determines especially significant to the community, and to deny abatement to a project it determines should not receive an incentive. This discretion extends to certain industries, including NAICS 518, for which any incentive proposal will be negotiated at the full discretion of the City.

4. Eligible Projects: Section 100.010 RSMo limits Chapter 100 financing to a defined list of project types:

- Industrial plants and manufacturing facilities
- Warehouses and distribution facilities
- Research and development facilities
- Agricultural processing industries
- Service facilities that provide interstate commerce
- Office industries, defined by statute as a regional, national, or international headquarters, a telecommunications operation, a computer operation, an insurance company, or a credit card billing and processing center

Ineligible Projects: Retail operations are not an eligible use of Chapter 100. Except at its sole discretion and under special circumstances, the City will not accept an application for a project whose primary function is retail sales. The City will also decline projects that consist primarily of the relocation of an existing Joplin operation from one Joplin address to another without net new investment and employment.

5. Minimum Qualification Requirements: A project must satisfy every requirement below to be considered. Meeting the minimums makes a project eligible for consideration; it does not entitle the applicant to an abatement.

- Total capital expenditure on the project must exceed $5 million.
- The project must create a minimum of 5 new full-time jobs.
- Health insurance must be offered to all full-time employees at the project, with the employer paying at least 60% of the premium.
- The applicant must be current on all Missouri and local tax obligations and must not be in material default on any prior incentive agreement with the City.

6. County Average Wage:

County	Annual Average Wage
Jasper	$52,819
Newton	$56,219

County average wages are updated annually on July 1 by the Missouri Department of Economic Development. The above wages are effective until June 30, 2027. These wages represent the average wage of all private industries in the county.

Wage Calculation for New Businesses: New employee wages of businesses new to the Joplin area must meet or exceed the county average wage to qualify for the incentive.

Wage Calculation for Existing Businesses: Only employees hired on or after the project start date established in the performance agreement count toward the new job and wage calculations. Wages are measured as total cash compensation, including base wage, overtime, shift differential, and non-discretionary bonus or incentive pay. The employer share of benefits is not counted as wages.

Employee Transfers and Metro Employment Baseline: Only jobs that represent a net addition to the applicant's workforce across the Joplin metro count as new full-time jobs. An employee moved to the project site from another facility the applicant operates in the Joplin metro is a transfer, not a new job, and does not count toward the job requirement or the wage calculation.

At application, the applicant reports its total full-time employment at every facility it operates in the Joplin metro. That figure is recorded in the performance agreement as the metro employment baseline. The applicant reports the same figure in each annual certification. New full-time jobs at the project are credited only to the extent that the applicant's total Joplin metro employment has remained at or above the baseline. If total metro employment has fallen below the baseline, the number of new full-time jobs credited at the project is reduced by the size of that shortfall, which may trigger the remedies in Section 15.

Unless determined as such in the application and agreement, growth at the applicant's other Joplin metro facilities does not count toward the project's job requirement. A decline in metro employment caused by a documented event beyond the applicant's control will be considered before any suspension, reduction, or clawback of benefits is applied.

7. Abatement Schedule: The abatement tier is set by the average wage of the new full-time jobs created by the project, expressed as a percentage above the county average wage, as shown in the schedule in this document.

The county average wage used to place a project in a tier is the figure published as of the date a complete application is submitted. That figure is locked for the full term of the agreement. Annual compliance is measured against the locked figure and not against the county average wage published in later years, so a project is not moved down a tier or found out of compliance solely because the county average wage rose faster than the wages at the project.

Abatement applies to the assessed value of the project property held by the City. It does not apply to property the applicant already owns and continues to own outside the bond structure. The agreement will identify each affected taxing district, including any special taxing district, and will address the treatment of any special assessments.

8. Tier Adjustments: Two adjustments can move a project one tier from the placement produced by the schedule:

- Individual wage test. If fewer than 51% of the new full-time employees individually earn more than the county average wage, the project moves down one tier.
- Existing Joplin employer. A company already operating in the City of Joplin that is expanding its Joplin operation moves up one tier.

No combination of adjustments produces a term longer than 10 years or shorter than 4 years. Where both adjustments apply to the same project, they offset and the project remains at its original tier placement.

9. Sales Tax on Construction Materials: Because the City holds title to the project property during construction, materials purchased for the project may qualify for exemption from state and local sales and use tax. The City will issue a project exemption certificate to the applicant and its contractors where the project qualifies. Eligibility and the mechanics of the certificate are governed by the Missouri Department of Revenue, and the applicant is responsible for compliance.

10. Sales Tax on Equipment: Because the City holds title to the project property when the project is making capital investments, equipment purchased for the project may qualify for exemption from state and local sales and use tax where it would otherwise be taxable. The exemption for local sales and use tax is granted at the sole discretion of the City, and the exemption for state sales and use tax is granted at the sole discretion of the Missouri Department of Economic Development.

11. Payments in Lieu of Taxes: For each year of the abatement term, the applicant pays the City a payment in lieu of taxes (PILOT) equal to the non-abated share of the property tax that would otherwise be due on the project property. A project abated at 75% in a given year pays a PILOT equal to 25% of the tax otherwise due. The City distributes PILOT receipts to the affected taxing jurisdictions in the same proportion as their levies. PILOTs are billed and collected on the same schedule as ad valorem taxes, and the payment obligation is a covenant of the lease.

12. Notice to Affected Taxing Jurisdictions: Before the City Council first considers approval of a plan for a project, the City provides written notice to the affected school districts, community college district, county, ambulance district, fire protection district, and any other affected taxing jurisdiction, as required by Section 100.059 RSMo. Notice is given not less than 20 days in advance, states the date the Council will first consider the plan, and invites written comment. Comments received are provided to the Council and are fairly and duly considered before action is taken. The plan itself must contain everything required by Section 100.050 RSMo, including a description of the project, an estimate of cost, the source of funds, the lease terms, an identification of every affected taxing jurisdiction, the current and post-development equalized assessed valuation of the property, an analysis of the costs and benefits of the project to each affected jurisdiction, and the identification and disposition of anticipated payments in lieu of taxes.

13. Application Process:

Week	Step	Responsible party
Before	Pre-application conference.	Applicant, Chamber, City
1	Application submitted.	Applicant
1	Completeness review. Incomplete submissions are returned.	Chamber and City staff
2 to 3	Staff review, cost-benefit analysis, and term sheet.	City and Chamber staff, bond counsel
3	Notice to affected taxing jurisdictions issued.	City
3 to 6	Comment period. Plan and bond documents drafted.	Bond counsel, taxing jurisdictions
6	Council introduction and first reading.	City Council
8	Council final passage. Ordinance effective on passage.	City Council
After	Closing. Lease, performance agreement, and PILOT executed.	Bond counsel, City, applicant

The schedule above is an estimate and steps may overlap. Two constraints set the floor: the 20-day notice to affected taxing jurisdictions required by Section 100.059 RSMo, and the requirement in Charter Section 2.12 that a bill be read three times, with no more than two readings at one legislative session and at least one week between introduction and final passage. An incomplete submission, a change in project scope, or a Council calendar that does not align will extend the schedule.

In addition, the Council may require the applicant to obtain permission to move forward, which occurs soon after the application is submitted. This may add two to four weeks to the application process.

14. Costs and Fees: The applicant is responsible for all costs of the transaction, including City legal and bond counsel fees, preparation of the plan for the project and the cost-benefit analysis, bond trustee fees for the life of the bonds, recording, publication, and closing costs, and an administrative fee payable to the City set at the time of approval. Applicants should assume that transaction costs will be meaningful relative to a small abatement.

15. Performance Agreement, Reporting, and Recapture: Every approved project is governed by a performance agreement between the City and the applicant that sets out the capital investment, job creation, wage, and benefit commitments on which the abatement was granted. By a date set in the agreement, the applicant certifies each year the total capital investment placed in service, the number of full-time jobs at the project and their hire dates, the wage paid to each new full-time job, the percentage of new full-time jobs earning above the county average wage, total employment across the applicant's Joplin metro facilities measured against the metro employment baseline, and confirmation that qualifying health insurance was offered throughout the year. The agreement may also set the date by which the capital investment must be placed in service and the date by which the new full-time jobs must be created. Those dates are negotiated project by project rather than fixed by this policy. If a project fails to meet its committed levels, the City may reduce the abatement for the following year in proportion to the shortfall, suspend the abatement until performance is restored, or terminate the agreement and recapture abated taxes for the years in which the applicant was out of compliance. The City will consider documented circumstances beyond the applicant's control before exercising a clawback. Assignment of the lease, sale of the facility, or a change of control requires the prior written consent of the City.

16. Reservation of Discretion: These guidelines are designed to provide prospective applicants with standard procedures of Chapter 100 requests and an estimated value to be used in preliminary cost models. They do not create an entitlement, a contract, or a vested right, and they do not bind the City Council. The Council retains full discretion to approve, to deny, or to approve on modified terms any Chapter 100 request, including a request that meets every standard in these guidelines, especially in cases where wages of new jobs are significantly below the county average. The Council also retains full discretion to approve an abatement greater than that outlined in Tier 4 of the schedule in this document, especially for projects with a significantly large capital investment or new job creation.

17. Definitions:

- County average wage: The applicable county average annual wage published by the Missouri Department of Economic Development as of the date a complete application is submitted.
- Full-time job: A permanent position filled by an employee of the applicant at the project site who works an average of at least 35 hours per week on an annualized basis and who is offered the health insurance benefit described above. Contract, temporary, and seasonal workers do not count as a full-time job.
- New full-time job: A full-time job created on or after the project start date and in addition to the applicant's Joplin employment baseline. A transferred employee is not a new full-time job. See Employee Transfers and Metro Employment Baseline in Section 6.
- Joplin metro: The Joplin, MO-KS Metropolitan Statistical Area, comprising Jasper County and Newton County, Missouri, and Cherokee County, Kansas, as delineated by the U.S. Office of Management and Budget and used by the U.S. Bureau of Labor Statistics. The delineation in effect on the date a complete application is submitted governs for the full term of the agreement. A later federal redelineation does not add or remove counties from an agreement already in place.
- Metro employment baseline: The applicant's total full-time employment at all facilities it operates in the Joplin metro as of the date a complete application is submitted, as recorded in the performance agreement.

- Project start date: The date established in the performance agreement from which new investment and new hires are counted.
- Payment in lieu of taxes (PILOT): The payment made by the applicant to the City, for distribution to the affected taxing jurisdictions, equal to the non-abated share of the property tax otherwise due.

18. Contact: Chapter 100 inquiries for projects in the City of Joplin are handled through the Joplin Area Chamber of Commerce economic development staff, which coordinates with City of Joplin staff.

Joplin Area Chamber of Commerce
320 E. 4th Street, Joplin, MO 64801
Brendan Dungan, Vice President of Economic Development & Entrepreneurship
417.624.4150 | brendan@joplincc.com

These guidelines are a statement of City policy and are provided for general information. They are not legal, tax, or accounting advice, and they do not describe every requirement that applies to a Chapter 100 transaction. Bond counsel, the applicable Missouri statutes, and the documents executed at closing govern in the event of any conflict with this document.